

Chapter 3 Worksheet: Building a Team

1. Go back and look at your answers with regard to your current and dream team members from the Introduction. Choose any one of those team members and write their name below, along with their title, or a brief description of what they do for you.

Below that, list that team member's strengths and weaknesses. Then, below that, write a sentence or two about what you think motivates that person. What are the things they really care about most? How did they become a team member. Finally, write a line or two about how you can serve that team member better. Can you help them learn skills that will make them better at helping you? Can you give them more time and personal attention? More recognition and appreciation? Once you've done all this for one team member, pull out a notebook and do it for all the team.

2. Now take a few minutes to think about what skills you and your team are missing. If you could add just one person to the team, what would you want them to bring in the way of skills, personality, and vision?

